

### WHITE BURLEY IN OLD VIRGINIA

From Eight to Ten Million Pounds of This Tobacco Has Been Made.

### RICHMOND MARKET WILL TAKE IT ALL

This City Uses Twenty Million Pounds of Burley—Special Prizes and a Special Exhibition Have Been Planned—Farmers are Intensely Interested.

It will be remembered by the readers of the Industrial Section, especially those of them who are engaged in the cultivation of tobacco, that there was something of a sensation created about a year ago when Jack P. Taylor, of Orange county, sold at Stone-wall Warehouse, in this city, about 10,000 pounds of White Burley tobacco grown on his farm at the foot of the mountains in Orange county. Mr. Taylor realized something like \$19 per hundred for his entire crop, and that waked up Virginia tobacco-growers and Virginia tobacco manufacturers and brought them to realize the fact that this great tobacco manufacturing centre of Richmond need no longer be dependent upon the uncertain bluegrass regions of Kentucky with their night-rider contingencies for the twenty and more millions of pounds of White Burley leaf annually consumed in the factories of Richmond, to say nothing of the eight or ten million pounds used in the factories of other Virginia towns, such as Petersburg, Lynchburg, Danville, etc.

The R. A. Patterson Tobacco Company, of this city, which uses fully twelve million pounds of the White Burley every year, and, because of night-rider depredations in Kentucky had been caught short of stock, at once saw their opportunity, and, as a matter of fact, they bought nearly all of the Jack Taylor crop.

The officers of this company, who had made a study of tobacco culture as well as of tobacco manufacturing, were quick to see that such of the Virginia counties as have a good limestone soil could make as good Burley as Kentucky can, and they immediately came to the front and guaranteed to Virginia farmers all of the necessary expenses of experimenting in the culture of the White Burley. To that end the Patterson Company issued a circular, which, according to my recollection, read somewhat as follows:

"Noting the increased demand for White Burley tobacco and the fact that the growth of this staple was largely confined to the bluegrass and limestone sections of Kentucky, we have felt that the State of Virginia had many thousands of acres on which White Burley leaf could be grown to perfection. This opinion was confirmed when we saw the beautiful quality and color of a lot of about 10,000 pounds sold on the Richmond market, and grown by J. P. Taylor, of Orange county, Va., and which averaged him nearly 19 cents round."

"Many sections of Virginia, as well as Kentucky, will not produce White Burley tobacco, and our object is simply to induce a few farmers in Virginia to experiment with a small plot in order that it may be determined in what sections this valuable crop can be successfully raised, and to protect such farmers as may be willing to make a small experiment in White Burley growing we are willing to agree to guarantee them with a minimum price of 10 cents per pound for their entire personal crop, provided it is delivered and sold on the Richmond warehouse floors and is sound White Burley tobacco."

"Our offer applies to the whole Burley crop only and not to any part of it, separate, and we believe it will bring a much higher price if it be genuine Burley, which advance may be taken by the grower."

A Wide-Open Offer.

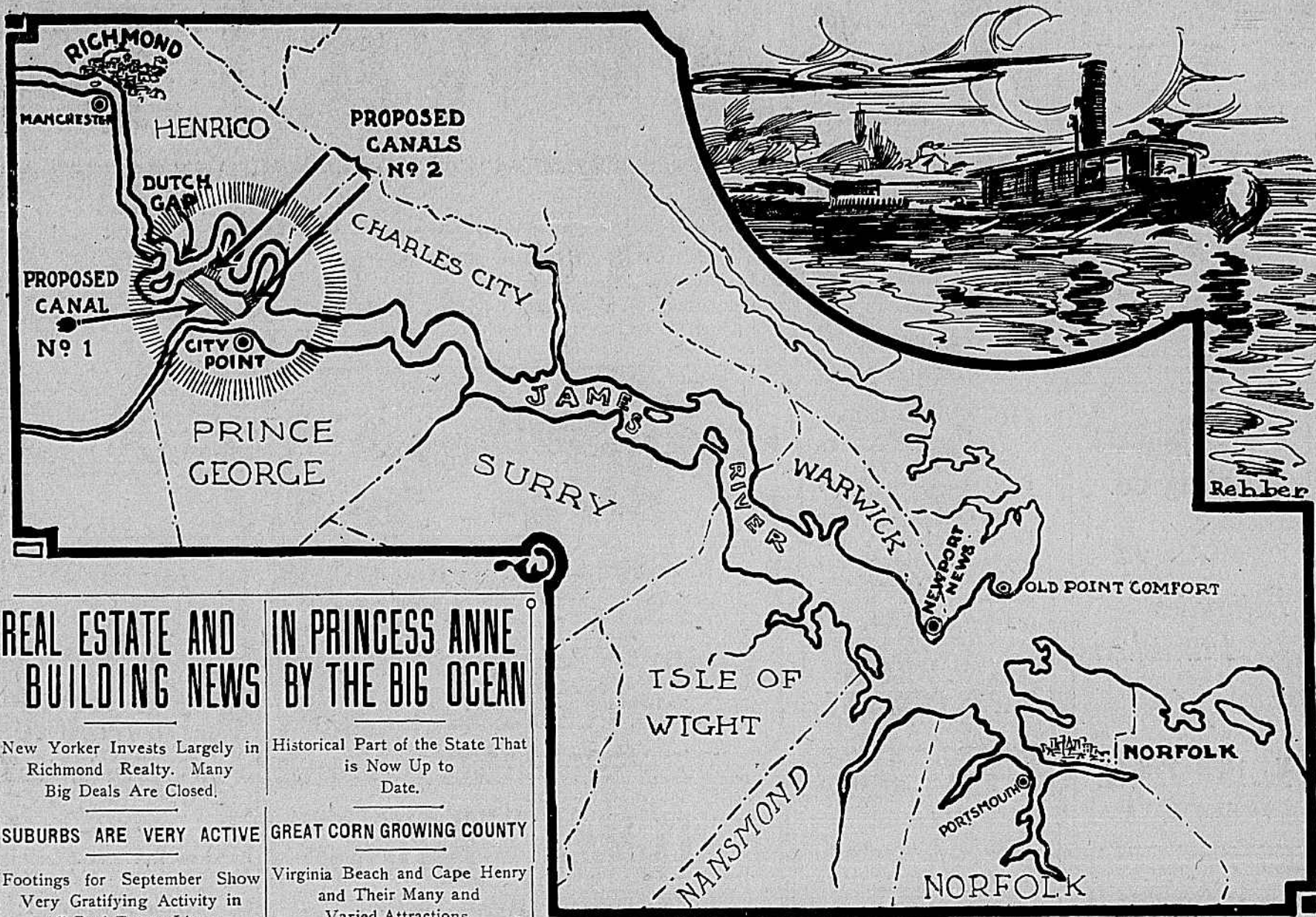
In a short talk I had with M. C. Patterson, the president, and John Landstreet, the vice-president, of the Patterson Company, they assured me they are still standing by that proposition, and they will see to it that every Virginia farmer who has this year experimented in White Burley shall get at least \$10 per 100 for all he raised, be it good, bad or indifferent. Of course, if it is good, it will bring much more than that. The Patterson people fully realize that in making this wide-open proposition, and a very liberal one it is, they may have rendered themselves liable to be "hoodwinked." Some sharp dealer might send out to Kentucky and buy up a lot of cheap Burley and market it on the Richmond warehouse floors in the name of a Virginia grower as Virginia-grown Burley, but the warehousemen who are friends of the Patterson company, and who have the best interest of the market at heart, will be pretty apt to watch out for this and not allow the hoodwink and enterprising manufacturing concern to be imposed upon in any such manner.

Just Experimentation.

But, be all that as it may, the fact remains that Mr. Taylor's experiment in raising White Burley in Virginia and the up-to-date interest taken by the Patterson company and other Richmond manufacturers and dealers in the Burley leaf induced farmers in as many as fifty counties in Virginia to make the experiment of growing White Burley.

For the most part the farmers wanted only about an acre, and the Burley for bait remembered they were only experimenting, but in some instances they have set out more than an acre. Up in Orange county, for instance, where Mr. Taylor made such a fine success last year, very many acres were set out in Burley, and down at the famous Guinea Station

### CAN JAMES RIVER BE STRAIGHTENED TO CITY POINT?



### REAL ESTATE AND BUILDING NEWS

New Yorker Invests Largely in Richmond Realty. Many Big Deals Are Closed.

### SUBURBS ARE VERY ACTIVE

Footings for September Show Very Gratifying Activity in All Real Estate Lines.

There has been considerable activity in real estate circles the past week, and a number of large deals, mainly in business property that have been "on the string" for 10, these many days, came to a final climax, and they make the footings run up to much more than \$200,000. True, some of these deals were practically made several weeks ago, but they were not put in complete shape until within the past few days, and they must needs figure in last week's transactions.

The week's transactions closed with something of a sensational announcement that all of the Westhampton Park property had been acquired by a syndicate that proposes to make it a new suburb and cut it up into residential lots to be sold to actual settlers at rock-bottom figures. The story goes that Julien Gunn, John G. Hayes and several other good men with lots of money and pretty good judgment as to real estate values, formed a little syndicate and bought the Westhampton Park property, paying for it the goodly sum of \$110,000. The sellers were the stockholders of the Virginia Power Company, otherwise known as the main facts stated above. Westhampton Park is well located to make a nice suburb, and it is likely that the syndicate has made a very good investment.

The September Records.

The real estate clerks for the month of September, as shown by the records of the various court clerks who record the deeds, and as compiled by Mr. Purcell, of the firm of Blanton and Purcell, are as follows:

Improved property.....	\$1,071,348
Vacant lots.....	30,555
Annexed Section:	
Improved property.....	58,900
Vacant lots.....	51,374
Suburban lots.....	129,071
Suburban acreage.....	21,421
Total.....	\$1,362,967

A decided feature of last week's sales was one made by J. Thompson Brown and Company of thirty-six acres of land on the Belt Line Railway, between Acca Station and Broad Street. This property was bought by W. W. Ford, of New York, a real estate man who came to Richmond on a visit and with no intention of investing here.

### IN PRINCESS ANNE BY THE BIG OCEAN

Historical Part of the State That is Now Up to Date.

### GREAT CORN GROWING COUNTY

Virginia Beach and Cape Henry and Their Many and Varied Attractions.

BY N. J. B. ETHERIDGE.

VIRGINIA BEACH, October 2.—Princess Anne county, in which is located Cape Henry and Virginia Beach, was formed from Norfolk county in 1691, and its records are complete from that date, making this a place where the seeker after the curious can gratify his desire for historical facts, and find as well many things to amuse. History tells us that Captain John Smith first set foot on the new continent near Cape Henry, and upon the old lighthouse may be seen a tablet which states this fact, Captain Smith, in his history of Virginia, says that earth and heaven never better agreed to frame a place for man's habitation than right at Cape Henry, and any one who will take the time to look the place over will readily agree with him, for here we find all that heart can wish in the shape of beautiful scenery, the restless waves that are never still beat upon the everlasting hills, for the entire beach is covered with hills both large and small. Here many wild birds built their nests and rear their young. Looking to the sea we catch a glimpse of all the shipping which enters the Hampton Roads, from the small coastwise sailing vessel to the great world-circling fleet of water dogs passed out on their journey around the world, and returning they entered the same gateway.

At Cape Henry was fought the first Indian battle, which was only the commencement of the great struggle for the conquest of Virginia by the English; the Indians, protected by the great sandhills, crept down upon the Levahians of the deep; here the great world-circling fleet of water dogs passed out on their journey around the world, and returning they entered the same gateway.

Cape Henry is connected with Norfolk by the Norfolk and Southern Railway, and is fast building up into a beautiful seaside resort. It has several hotels and a number of cottages, where boarders are taken. The old and new lighthouses are

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### NEW INDUSTRIES FOR THE SOUTH

Million Dollar Improvements at Alabama City Progressing.

### KNITTING MILL AT VIRGINIA

Arsenic Mines at Brinton, Va., and Paris Green Factory at Norfolk.

[Special to The Times-Dispatch.]

BALTIMORE, October 2.—Among the important Southern industrial announcements in this week's issue of the Manufacturers' Record are the following:

Southern Iron and Steel Company, of Birmingham, Ala., is progressing with its extensive improvements at Alabama City, near Gadsden, including rebuilding the wire, rod and nail mills, which were heretofore announced, and will cost about \$1,000,000, contracts having been let for buildings and equipment.

River Falls Cotton Mill Company, Graham, N. C., was incorporated with a capital stock of \$200,000 to build a cotton mill and develop a water-power to operate the plant.

Yellow Pine Paper Mill Company, Orange, Tex., awarded contract for electric power plant equipment to cost \$40,000. This is in connection with several hundred thousand dollars' worth of betterment, heretofore announced.

Milburn Coal and Coke Company was incorporated with \$300,000 capital by Ohio capitalists to develop coal

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### CORN EXHIBIT OF CHARLOTTE

Drake's Branch Show Highly Creditable in Every Way—Prize-Winners.

### [Special to The Times-Dispatch.]

DRAKES BRANCH, VA., October 2.—The corn exhibit of Charlotte county, under the auspices of the co-operative demonstration work, was held in the Russell Warehouse, Drakes Branch, Va., Wednesday. This exhibit was gotten up by J. B. Vaughn, a prosperous farmer of this county, who was appointed for this work. The very creditable exhibit of highland corn from various sections of the county proved conclusively that he had faithfully discharged his duty and had made the exhibit a success. Three prizes were offered for the best exhibit. The first prize of \$25 in cash was won by A. B. Rice, of Reese P. O.; the second prize of \$10 was won by E. F. Jones, of Keyville, and the third prize was won by J. B. Vaughn, of Keyville. The judges were A. B. Rice, G. W. Watson and Southall Farrow, the last named of Jetersville. There were fifty samples from which the judges had to decide, and the entire exhibit was so good that it was with some difficulty that a decision could be reached, which shows clearly that old Charlotte can raise fine corn, as well as great men. J. J. Gilliam, of Farmville, who succeeds Mr. Vaughn for this work, was present, and was highly pleased with the exhibit.

W. G. Kolner, Commissioner of Agriculture, honored the occasion with his presence, and made to the farmers and business men of our town a short but very interesting and encouraging speech.

The occasion was quite a pleasant and inspiring one, and will be an incentive to do better farming in the future.

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### KING AND QUEEN AND WALKERTON

Part of Virginia That Stands Much in Need of Railway Facilities.

### RICH LANDS GOING TO WASTE

Richmond and Tappahannock Might Come to the Rescue Many Vast Possibilities.

BY FRANK S. WOODSON.

The Industrial Section has a wall from the good county of King and Queen. It comes in the shape of a letter from a Methodist circuit rider, a Methodist circuit rider naturally is in a position to find out all that is worth finding out in his territory, for he has to travel all over his district, and the people talk to him more freely than they might converse with a newspaper man or a real estate agent, because they feel that of all men on the earth a preacher is the one fellow with whom they can have heart to heart talks.

I do not know that this particular preacher has been suffering with indigestion or anything else calculated to make him blue, but he seems inclined to look on the dark side of the picture. However, he suggests the remedy for the darkness he seems to have come in contact with, and it may be well enough to record his views just as he has sent them in, under a Walkerton date line.

King and Queen's Troubles.

After a chapter on the undeveloped resources of Virginia in general, and the possibilities she has up her sleeve, he gets down to King and Queen county. In particular, he says that the county is largely undeveloped and has not as yet come into her own.

"The soil of the county is finely adapted to the growth of corn, peas, vegetables, etc. In fact, with good railroad facilities, hereabouts there is no telling to what extent the trucking business might be carried on. Farmers are already raising Irish potatoes, tomatoes and cucumbers for market, and these crops bring money to them at the time of year when cash is very much needed. In this section there are a couple of tomato and one pickling factory. This is a good start when we remember how isolated our section is and our dependence for shipping is a small steamer that plys between Aylett's and West Point."

Far From the Railway.

The nearest railroad station to us here is Wester Manor, on the West Point division of the Southern Railway, and is some thirteen miles distant. The travelling public are conveyed from this point to the railroad in a stage which oftentimes is crowded to its greatest capacity, and the roads over which the trip is made are fearfully bad in winter. I think of it in these days of rapid transit, wireless telegraph and other marvelous inventions, that our people must go by means of this old-fashioned stage out of date way of traveling to catch the train for Richmond. The great pity is that so many valuable citizens of the county have left for other local-

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### SOMETHING BIG TO BE CONSIDERED

James River Can Be Straightened and Shortened to City Point.

### BARGE TRAFFIC VS. RAILWAY RATES

Richmond Must Control James River and Make It a Source of Wealth—Crooked Bends to Be Made Straight—Tugs to the Rescue.

BY FRANK S. WOODSON, Industrial Editor.

A prominent city official met me on Ninth Street a few mornings ago and said: "I noticed in last Sunday's Industrial Section some remarks you had to make about Lancaster county, in the southeastern part of the State, and also some other remarks you had to make about Frederick county, in the extreme northwestern section of Virginia."

I pleaded guilty to both charges, and then my official friend continued: "I observed that in both of these articles you suggested to the powers that be of the Chamber of Commerce that there is something on the map for their consideration that is immensely bigger for Richmond than conventions and big public gatherings. All of this reminded me that old James River has in it and about it a proposition that is much bigger for Richmond than all the conventions we could possibly get here, and much bigger than a railway to the Northern Neck and very much bigger than quick railway schedules to Winchester, Frederick county and the other rich parts of the Valley."

As Shown by a Map.

I easily saw that my friend had something that was really big up his sleeve, and I invited him to unbutton himself, readily realizing that such a big bosom as he carried with his 30 pounds, avoidpools, must be something large.

He drew from his pocket a folded-up map of that part of Virginia through which James River flows from Richmond to salt water. It was an accurate map, showing the line that old James River has in it and about it, and then, after allowing me to glance at it for a moment, he said: "If you will come to my office over yonder in the City Hall I will tell you something. I will explain this map to you and impart to you something that I think is well worth the attention of the Industrial Section of The Times-Dispatch."

I made a date and an hour with the city official, and promptly on the minute I was in the office of the Commissioner of Revenue.

The Idea Still Lives.

The honorable commissioner opened up the map, and the first thing that told me that the scheme he was going to unfold was nothing new under the sun, as it was brought to the attention of the Chamber of Commerce more than twenty years ago, but at that time the map was a mere suggestion, and the Chamber was believed to have some personal axe to grind, and his proposition was set down upon that. That man has been dead several years, but his idea of straightening and shortening the river, at least in the mind of the city official who talked to me about it.

It seems to be a proposition at least worth considering, and I am going to tell the story just as I got it. In the first place, it is a fact that we boast very much of the advantages of water transportation, and it has been claimed that as long as old James River runs to the ocean we are of Richmond and the face of the face of the railways, and by threatening them with water transportation keep their freight rates down to a living and a more than competing basis. This is true in a sense, and in a very large sense, but it is not true in some cases get control of a river, especially if that river is afflicted with long and disagreeable bends that are hard to pull around and through.

Let us take the one item of coal with which to illustrate. My friend of the City Hall tells me that a coal dealer in Richmond can buy anthracite coal in Norfolk that comes there from Canada, New England or Nova Scotia a vast deal cheaper than he can get it in Pennsylvania to be brought to Richmond by rail. The question is getting it from Norfolk or Newport News to Richmond. The tug will take a large load of coal at Norfolk, and the same tug will bring it to Richmond for \$75. The same tug could pull three barges just as easy as it could one, except for the fact that it cannot get through those bends around the bends in the river between City Point and Dutch Gap, and could hardly get them through Dutch Gap with the present width and the present depth of water in Dutch Gap. It is hardly necessary to explain to the intelligent Richmond reader of this paper why this is so. A tug pulls barges by a towline, and with as many as three barges in a string they have to be many yards apart, and a tug cannot take these three barges around the acute bends in the James between City Point and Dutch Gap without running at least two of them on a sand bar or into the banks of the river. The same tug could pull a strong tug would bring three barges from Norfolk to Richmond for about the same amount of freight charges that are now required for one barge. The facts and conditions that apply to coal apply with equal force to all other classes of goods. With the bends in the river straightened we could get large loads of shoes, groceries, dry goods and what not to Richmond at large rates. The steamboats and the railways would have to meet these rates or get out of the business.

The Thing to Do.

It is hardly necessary to explain any further. The thing to do, and the big thing for the Chamber of Commerce to tackle, is this matter of straightening James River between Dutch Gap and City Point. All other parts of the river are straight enough, and are

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### THE KING CORN MAN

BY Bay Valentine.

[On a "King Corn" prize of \$1,000 being offered under the auspices of the Virginia State Fair for the largest and best one to twenty ears of corn grown in Virginia.]

I tucks dis 'casion fer ter rise  
An' 'nounce I'll git de "King Corn Prize."  
Whar's offered fer de bigges' corn;  
Bekase I knows, sho ez you's born,  
Ize got de very bigges' ear  
Dat folks is ever see' roun' hyar.  
An' I want tell you, too, my brother,  
Dat I ain' nary farmer nother;  
I never wuz no country man,  
Nor plowed de smalles' patch er lan';  
I couldn' tell er 'bacca seed  
Prom dat what grows de 'Jimson Weed';  
But still I see ter you, 'Dorg-gone  
Ef I don' git dat prize fer corn."  
Soon ez I hyar 'bout dat 'ar prize,  
I scratch my haid an' shot my eyes,  
An' study out de champion plan  
Fer crownin' me de "King Corn Man."  
Ize done hyar tell dat 'long de stream—  
In special, suh, de 'noble Jeems'—  
De farmer folks fer heap er years  
Been settin' out de roasin' ears;  
An' so I see right dat, 'Dorg-gone

Ef I don' 'zamine all dat corn"  
So den I tuk it foot-in-han"  
An' start ter tromp de farmin' lan'.  
Untwe de low-grounds show my track  
From Botetourt ter Accomac;  
An' doh er heap er snakes I see,  
An' farmers' dorgs got arter me,  
An' hyar an' dar er-long de route  
I stop ter git de chiggers out,  
An' I pass thro' er mess er crops  
Wid enns like dem de chillen pops,  
I never see' er great big ear  
I didn' stole it fer 'de Fyar'.  
Now, what's de good er puttin' on  
Dem big-bug men ter jedge folks' corn.  
When ev'ry farmer brought ter scratch,  
Gw' bring de leavin' er his patch,  
While I, de king's, got hyar ter show  
De bigges' corn dat each can grow?  
Pears like ter me dat's waistin' talk,  
De corn's been jedged, suh, on de stalk,  
An' so I seys er-gin, 'Dorg-gone  
Ef I don' git dat prize fer corn!"

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